

## Panel rules against Internet 'address poaching'

### ■ INTERNET

*from Page 1E*

as a guideline in a number of similar disputes that have arisen this year.

Similar cases include disputes over the domain mtv.com, which

was registered privately by Adam Curry, a former MTV host, and later disputed by MTV, and mcdonalds.com, which was registered by writer Joshua Quittner and contested by McDonald's Corp.

The practice of address poach-

ing has become widespread as the Internet has become an increasingly important medium for conducting business.

InterNIC of Herndon, Va., has been overwhelmed with requests for new addresses in recent months, especially for commercial or business-related accounts.

"A year ago, we were handling 300 requests a month, and now it's more than 2,000 a month," said Scott Williamson, one of a handful of volunteers who are responsible for assigning names.

He said it was apparent that some early Internet users were speculating in domain names of famous companies, hoping to sell them back when the companies realized the value of the address.

For years, anyone with an Internet account could request an Internet domain name, which basically replaces a long, numerical addressing system for an Internet computer with an easily remembered name.

The "com" portion of the address stands for commercial, designating the address as belonging to a business or someone who gains access to the Internet through a business.

Thus, XYZ Corp. might seek xyz.com as its domain address. Customers could then reach the xyz.com address to get product information, communicate with the company or, increasingly, to buy products and services.

The InterNIC registration service typically handed out a domain name to the first person to request it.

## k ATM, users stocks, funds

at 1,200 Citibank ATMs in New York and at machines in Chicago and Miami. ATMs in San Francisco and Washington will get the service by the end of the month.

The service will look up ticker symbols for stocks and list the latest available price. For buy orders, money is deducted automatically from the customer's bank account. For sell orders, proceeds are deposited directly into the account. A confirmation letter is mailed to the customer within days.

## Bond mutual funds' wild days are ending as rates start rising

Gannett News Service

The wild slide in bond mutual funds might be nearing an end.

The average government securities bond fund barely kept its head above water in the third quarter, posting a 0.03 percent

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Despite last quarter's gains, the average bond fund was down 4.8 percent for the year. The figures are for total return, which includes the combined effect of a fund's share-price change plus reinvested interest paid to bond-fund shareholders.

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Taking Your Savings

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eskJet 54

## Internet navigators can get Mosaic tool free

### ■ MOSIAC

*from Page 1F*

come increasingly crowded and is likely to be swamped altogether when Microsoft introduces the new version of its Windows operating system next year, which will include a Web browser.

So Clark took a different tack. He joined with Marc Andreessen, one of the creators of the original Mosaic software, to found Mosaic Communications Corp. in Mountain View in April.

They intend to make their money by selling "server" software to companies that want to do business on the Internet. Next month, the company plans to deliver software that Clark says solves many of the obstacles that have kept businesses from embracing

### The move is part of a

### tradition of free software

### on the Internet.

electronic commerce. Chief among those problems was ensuring security so customers can use their credit cards to make electronic purchases.

To stimulate interest in their business software, Clark and Andreessen decided to help create a customer base for electronic commerce by giving away the \$99 software to individuals. The move is also part of a tradition of free software on the Internet.

"People need to be able to get access," Clark said in an interview. "The people who have the

money are the people with a product to sell. That's the server, the merchant."

The Mercury News is expected to be one of the first companies to use Mosaic Communications' software. The paper has announced it will begin publishing an electronic version on the World Wide Web before the end of the year.

### IF YOU'RE INTERESTED

Internet users can obtain Mosaic Netscape for Windows, Macintosh and X Window systems via anonymous FTP from <ftp.mcom.com>. Users of other programs can FTP the software from <mosaic.mcom.com>. For more information, call 1-800-638-7483 or use the World Wide Web to go to <http://mosaic.mcom.com>.



# 'Address poacher' loses Internet ruling

## Princeton Review can't use rival's name

New York Times

NEW YORK — An arbitration panel has ruled that the Princeton Review had no right to establish an electronic address using the name of its chief rival, a decision that may have significant implications for companies wishing to pursue advertising and marketing on the Internet.

The arbitrator's ruling is believed to be the first such decision on the growing practice of Internet address poaching and speculation, in which a person establishes an Internet "domain," as the main address is known, using a name that is associated with a prominent company in the real world.

"They attempted to hijack our name in cyberspace," said Jonathan Grayer, president

and chief executive of Stanley H. Kaplan Educational Centers Ltd., a subsidiary of Washington Post Co., which develops and sells materials to help students prepare for the Scholastic Aptitude Test and other tests.

When Kaplan tried in May to register the domain name kaplan.com with InterNIC Registry Services, the quasi-official agency that regulates Internet addresses, it was informed that the name was already taken.

Kaplan discovered that the name had been registered by the Princeton Review, Kaplan's main rival.

The arbitrator's ruling, which was made Tuesday, does not set a legal precedent, but it is expected to be cited

*See INTERNET, Page 9E*

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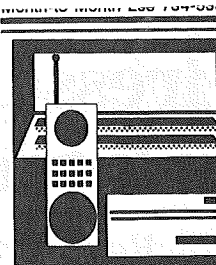
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# Internet navigators can get Mosaic free

Software will help World Wide Web users

BY DAVID BANK  
Mercury News Staff Writer

The new software company founded by former Silicon Graphics Inc. Chairman Jim Clark has adopted a very competitive price for its first product.

Free. Zip. Nada.

Beginning today, users of the Internet computer network can download Mosaic Netscape, an improved tool for navigating the Internet's "World Wide Web," without charge.

The Web links computers worldwide with a set of simple commands. Users simply click on highlighted words to access computer "pages" from museums, libraries, individuals and — in-

creasingly — corporations. The pages can include photographs and sound in addition to text.

An early version of Mosaic, developed at the National Center for Supercomputer Applications, has been available for free since last year, and more than a million copies have been distributed. The popularity of the program is considered to be one of the keys to the explosion in use of the Internet.

A number of private companies have been rushing to bring out commercial versions of Mosaic, or similar programs for browsing the Web.

But that market niche has been

*See MOSIAC, Back Page*

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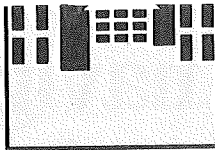
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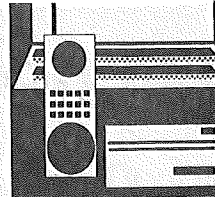
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# E-cash to be tested for use on Internet

System developer is Digicash of Menlo Park

New York Times

The first trials of an international electronic cash system will begin today with a bankroll of 1 million "cyber bucks" and hundreds of eager spending volunteers, the system's developer said Tuesday.

Digicash Inc., which has offices in Menlo Park and Amsterdam, hopes to establish its system as a standard for commercial transactions on the Internet, a global computer network. If the system proves workable, it is expected to begin commercial operations within months.

The development of an electronic cash system, which eventually would allow buyers and sellers to conduct commercial transactions entirely within the part of cyberspace known as the World Wide Web, is considered crucial to the continued business growth of the Internet.

Using credit cards or other means of conventional currency transfer, a consumer would

transfer a given amount of "E-cash" — electronic cash — to his or her computer. Then, while shopping on the Internet, if the consumer finds something to buy, he or she could simply click on an area of the screen and transfer E-cash to the seller.

The seller's software automatically would contact the buyer's bank to verify the E-cash was valid. But Digicash's system would protect the privacy of the buyer, much as normal cash transactions work.

Goods and services already are sold on the Internet in a limited way, but sales typically involve the transfer of credit card information over the net or conventional billing systems.

Digicash Inc., which was founded in Amsterdam by computer scientist David Chaum and is privately held by him, expects to make money by licensing the software for its electronic cash system to banks.

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## Science fair explores ways to search data

**S**CIENCE FAIRS conjure up images of high school nerds with cages of rats or little cardboard dioramas.

Not so at a Computer Science Fair held Tuesday at IBM's Almaden Research Center in San Jose. The nerds were considerably older, and the only rat was a program designed to find articles from a huge collection of technical papers.

Many of the projects undertaken by the 130 researchers in Almaden's computer science department relate to mining the prodigious amounts of data in corporate data bases and electronic libraries. Director Ashok K. Chandra said many of the experiments are aimed at someday answering two basic questions: How do you search for images, objects and data together? And how do you connect the world's data bases together?

Those answers may be sometime off. But one project that's close to becoming a real product should be a hot number in the multimedia business. A group directed by Steve S. Boyer is developing a system that would provide a detailed, searchable index of all current U.S. patents and then display an image of the patents of interest. This might have come in handy before the Patent Office issued a controversial multimedia patent to Compton's New Media earlier this year.

□

# 'Cyber' plastic system planned

## Credit card opens Internet shopping

New York Times

Think of it as a universal credit card for information in cyberspace.

On Monday, First Virtual Holdings Inc., a start-up company with powerful backing from the computer and financial services industries, will announce a new international system intended to make shopping with a Visa card from a home computer as secure and convenient as using a credit card at a shopping mall.

The new system is unlike those used on current on-line computer networks such as CompuServe or Prodigy, where credit card purchases can be made from various retailers if the customer is already a subscriber to the service. First Virtual is creating an automatic authorization system that requires no previous relationship between buyer and seller.

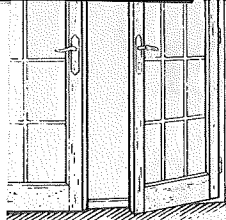
In the era of electronic commerce, the new system may herald a shift comparable to the one a generation ago when the members-only department store credit card gave way to use-anywhere cards like Visa and MasterCard.

The new company, based in San Diego, is the brainchild of Lee Stein, a San Diego lawyer and accountant who is its president, and three computer scientists long involved with the Internet: Nathaniel Borenstein, Einar Stefferud and Marshall Rose.

First Virtual's partners are Electronic Data Systems Inc. and First USA, a fast-growing credit card company in Dallas that will issue a Visa card for the service.

First Virtual is still negotiating with merchants to adopt the system and expects the first materials for sale will be electronic newsletters, on-line books and other information. The Commerce Department is considering adopting the system for selling electronic federal documents.

And First Virtual said it was in



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 Computer Library and Sandpoint  
 Co., two parts of the Ziff-Davis  
 Electronic Information division.  
 Previously, Henry was president  
 of JSB Corp. of Scotts Valley.



Henry

# FINANCIAL

## News in Brief

### **America Online buys 2 Internet service firms**

America Online Inc. has acquired two small Internet service companies for about \$34 million in stock.

The companies, Navisoft Inc. and Booklink Technologies Inc., are to become the core of America Online's recently formed Internet Services Co.

The start-ups make software that allows businesses and consumers to more easily use the Internet, especially the rapidly growing area known as the World Wide Web.

America Online stock has been pummeled in reaction to investor fears about the competitive impact of Microsoft's planned Marvel on-line service. Wednesday, America Online fell \$3 to \$63.25 after falling \$6.75 Tuesday.

Navisoft's president, David C. Cole, a venture capitalist who was formerly president of Ashton-Tate Co. and Ziff Communications, is to become president of America Online's Internet Services Co. America Online is the Mercury News' partner in its Mercury Center on-line service.

For its part, Microsoft today will unveil its first brand-advertising campaign, a \$100 million international blitz aimed at increasing awareness of Microsoft, particularly among people who are not computer literate. [B890]



# S: Trading

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|-----|-----------|
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| 291 | 306       |
| 235 | 245       |
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| 11 1/2 | - 1/4 |
| 5      | + 1/2 |
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| -3/8    | Off 7.0  |
| -3/4    | Off 6.8  |
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| Sales | Hds Last | Chg.  |
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| 88    | 10 1/2   | 1 1/4 |

# OTC: NASDAQ Quotes

## Market Diary

|              | Sales       |
|--------------|-------------|
| Advanced     | 1,458       |
| Declined     | 1,716       |
| Unchanged    | 1,947       |
| Total Issues | 5,121       |
| New highs    | 91          |
| New lows     | 122         |
| Total sales  | 311,114,100 |

## NASDAQ Index

| Index     | Close  | Chg.  | Week Ago | Month Ago |
|-----------|--------|-------|----------|-----------|
| Composite | 767.25 | -0.29 | 771.82   | 767.00    |
| Banks     | 714.95 | -1.07 | 727.34   | 750.05    |
| Biotech   | 158.23 | +4.18 | 158.59   | 167.31    |
| Computer  | 228.71 | -0.40 | 231.45   | 218.38    |
| Financi   | 892.41 | +0.77 | 901.99   | 922.71    |
| Indust    | 780.61 | -1.39 | 783.43   | 779.04    |
| Insurance | 909.85 | +0.06 | 915.86   | 932.31    |
| Telecom   | 165.24 | +0.07 | 163.48   | 169.23    |
| Transport | 684.35 | -2.28 | 696.09   | 700.14    |
| NMS Comp  | 341.52 | -0.10 | 343.54   | 341.25    |
| NMS Inds  | 316.11 | -0.54 | 317.27   | 315.14    |
| Nasdaq100 | 408.32 | +0.88 | 408.91   | 399.85    |

## OTC Most Active

|           | Sales | Bid    | Ask | Chg.    |
|-----------|-------|--------|-----|---------|
| Scimed    | 59035 | 51 1/4 |     | + 2 3/4 |
| TelCmA    | 58247 | 22 1/4 |     | + 1/2   |
| PresRv s  | 40686 | 9 3/16 |     | +7 1/8  |
| Cisco s   | 39732 | 31 3/8 |     | + 1/2   |
| Novell    | 38378 | 18     |     | + 3/8   |
| Micstl s  | 37629 | 63 3/4 |     | + 1/8   |
| AppleC    | 36280 | 41 3/8 |     | - 3/8   |
| Intel     | 31202 | 61 1/4 |     | +7 1/4  |
| Cmc sp s  | 29517 | 17 1/4 |     | + 3/4   |
| MCI       | 29516 | 21 3/8 |     | - 1/4   |
| Amgen     | 27198 | 56 3/8 |     | + 2 3/8 |
| 3Com s    | 24351 | 40 7/8 |     | + 1/4   |
| Oracle s  | 21697 | 43 3/8 |     | - 1     |
| US Hlth s | 21455 | 46     |     | + 3/8   |
| SunMic    | 19329 | 32 1/8 |     | + 1/8   |

## Biggest Winners

|                 | Last   | Chg.    | Pct.    |
|-----------------|--------|---------|---------|
| 1 VestroNFood s | 2 1/2  | + 5/8   | Up 33.3 |
| 2 BioRel wIA    | 2 3/8  | + 1/2   | Up 23.5 |
| 3 NthEstInsur   | 2      | + 3/8   | Up 23.1 |
| 4 CinemaRide wI | 2 3/8  | +7 1/8  | Up 22.6 |
| 5 Turbochef     | 4 7/16 | +1 1/16 | Up 22.4 |
| 6 Aristalnv     | 2 3/4  | + 1/2   | Up 22.2 |
| 7 EagleFood     | 2 3/4  | + 1/2   | Up 22.2 |
| 8 VideoDisply   | 2 3/4  | + 1/2   | Up 22.2 |
| 9 LadyLuckGm    | 3 7/8  | +1 1/16 | Up 21.6 |
| 10 EarlhScien   | 2 1/8  | + 3/8   | Up 21.4 |
| 11 HarrysFarm   | 8 1/2  | + 1 1/2 | Up 21.4 |
| 12 SportMed wIC | 2 1/8  | + 3/8   | Up 21.4 |
| 13 FFOFncl      | 2 7/8  | + 1/2   | Up 21.1 |

## Biggest Losers

|                    | Bid    | Chg.    | Pct.     |
|--------------------|--------|---------|----------|
| 1 Microcarb        | 1      | -1 3/4  | Off 63.6 |
| 2 HamInFn          | 4      | -1 7/16 | Off 26.4 |
| 3 OsicomTech       | 4 1/2  | -1 1/2  | Off 25.0 |
| 4 Teltronic s      | 3 1/16 | -1 1/4  | Off 24.7 |
| 5 GriPines         | 1 3/8  | - 1/2   | Off 23.5 |
| 6 NiMercant        | 3 1/4  | - 1     | Off 23.5 |
| 7 EnSvsEnv         | 3 3/4  | - 1     | Off 21.1 |
| 8 CntburyPk un     | 3      | - 3/4   | Off 20.0 |
| 9 FlaGamng         | 2 3/4  | -1 1/16 | Off 20.0 |
| 10 Tivoli Inds wIA | 3 1/8  | - 3/4   | Off 19.4 |
| 11 Fulrmdia ADR    | 2 1/4  | - 1/2   | Off 18.2 |
| 12 EcoScien        | 2      | - 3/8   | Off 15.8 |
| 13 Pages           | 5 1/2  | - 1     | Off 15.4 |

| Sales | Hds Last | Chg.  | 52-week High | 52-week Low | PE   | Sales | Hds Last | Chg.    |
|-------|----------|-------|--------------|-------------|------|-------|----------|---------|
| 183   | 21       | - 1/4 | 43 3/8       | 22 3/8      | MGMG | 996   | 28 3/8   | - 1 1/4 |
| 88    | 10 1/2   | 1 1/4 | 10 1/4       | 9           | BALE |       |          |         |

## MIT, CERN aim to make Internet links easier to use

Boston Globe

The Massachusetts Institute of Technology and the European Laboratory for Particle Physics (CERN) will work together to further develop and standardize the World Wide Web and make the computer network easier to use.

The web, a system of links to the massive amounts of information on the Internet, can be accessed using a software program called Mosaic, a graphical interface that simplifies travel on the information superhighway. While other methods of access require that users know exactly where in the world the information they want is located, text and illustrations placed on the web from anywhere in the world are linked and can be accessed simply by clicking on underlined words, said Professor Michael L. Dertouzos, director of MIT's Laboratory for Computer Science.

Another aim is to change the web from the "human browsable interface" it is today — where it takes a person to read information on the screen and to decide what to do next — to a system where there is "increasing interaction among computers."

...to prove it.

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|         | Boston       |
| Code    | Chicago      |
| T111    | Cincinnati   |
| T112    | Cleveland    |
| T113    | Dallas       |
| T121    | Denver       |
| ne T122 | Des Moines   |
| T123    | Detroit      |
|         | Hartford     |
| Code    | Honolulu     |
| T311    | Houston      |
| T312    | Indianapolis |
| T32     | Jacksonville |
| Code    | Kansas City  |
| S31     | Las Vegas    |

C

THURSDAY

OCTOBER 20, 1994

San Jose Mercury News

# BUSINESS

MARKETS ♦ HIGH TECH ♦ ECONOMY

## TALKING BUSINESS

**W**hites who are messing up seem to get informal reassignments instead of getting fired.

JAMES CANADAY,  
retired equal employment  
opportunity officer

# Smart Valley wants to put public on info highway

BY DAVID BANK  
Mercury News Staff Writer

Today's opening of the White House site on the Internet's World Wide Web will provide easier access to the federal government — along with color pictures of First Cat Socks — to the estimated 25,000 people in Santa Clara County who have the tools to find the information.

What about the rest of us?

One answer is the establishment of free, publicly accessible sites with easy-to-use computers where anybody can go to explore the Web's growing archives of documents, photographs, games and

even sound clips stored in computers around the world.

In conjunction with today's White House launch, the non-profit consortium Smart Valley Inc. is announcing plans for the Smart County Public Access Network. The group promises to have four such sites in operation by next March.

Eventually, the group hopes to locate 20 or more public-access sites in libraries, government buildings and retail establishments around Santa Clara County. One of the first sites will be at Fry's Electronics in Palo Alto.

"These are the kind of projects that

open people's eyes at the grass-roots level," said Steve Elston, the project coordinator, who is on loan to Smart Valley from Pacific Bell. "Our motivation is to stimulate the general public about the powers of the Internet, what the information superhighway might look like, and what kinds of services might be available."

Elston's initial survey of local, publicly accessible sites yielded only two: the lobby of Palo Alto City Hall, where two computers are running Mosaic-type software for navigating the Web, and the Icon Byte Bar & Grill in San Francisco,

where (paying) customers have use of a single computer.

The plans call for the installation of high-performance personal computers, loaded with Mosaic-type navigational software and linked to the Internet through high-speed lines. Pacific Bell has agreed to install the lines as part of a \$2 million grant to Smart Valley.

Today's event at 10:30 a.m. at Palo Alto City Hall will include a demonstration of the uses of the Web capabilities by Janina Sajka, a project manager at the World Institute on Disability, who is blind. Youths from Plugged In, a comput-

er-training program in East Palo Alto, will show their Web-based magazine.

## IF YOU'RE INTERESTED

Contact Steve Elston of Smart Valley at (415) 843-2052 about the Smart County Public Access Network or use the World Wide Web to go to <http://www.svi.org>.



**Mercury Center**

INSTRUCTIONS ON PAGE 2A

■ White House unveils presidential on-line service. **B790**

**MEMORANDA****Management changes**

**Actel Corp.** of Sunnyvale named **Kirk A. Ross** vice president for finance and chief financial officer. He had been controller. Before joining Actel, Ross served as controller at Menlo Care and Cygnit

**Ross**

Technologies.

**Micromodule Systems Inc.** named **Michael Praisner** vice president, finance and chief financial officer of the Cupertino-based multichip module manufacturer. Praisner, 48, was vice president, finance, and chief financial officer at Electronics for Imaging Inc.

**Maxtor Corp.** of San Jose named **Michael Wingert** vice president, high-performance product engineering. Wingert, 34, comes to Maxtor from the IBM Storage Products Co.

**Intuit Inc.** of Menlo Park

## Microsoft, Compaq profits rise; PG&E, Pac Tel report gains

Mercury News Wire Services

**Microsoft Corp.** said first-quarter earnings rose 32 percent.

The Redmond, Wash., software company said net income rose to \$316 million, or 51 cents a share, from a year-earlier \$239 million, or 39 cents. Sales rose 27 percent, to \$1.25 billion from \$983 million. [B800]

**COMPAQ:** Compaq Computer Corp. said third-quarter earnings jumped 88 percent as sales grew 63 percent. Net income rose to \$201 million, or 75 cents a share, from \$107 million, or 42 cents, in the quarter last year. Revenues jumped to \$2.84 billion from \$1.75 billion. [B801]

**DIGITAL EQUIPMENT:** Digital Equipment Corp. reported another big loss but showed enough improvement to satisfy Wall Street. The Maynard, Mass., computer maker lost \$131 million, or 98 cents a share, in its first quar-

changes. Revenue rose to \$3.12 billion from \$3.02 billion. [B802]

**PG&E:** Pacific Gas & Electric Co. earned \$411.1 million, or 96 cents per share, on revenues of \$2.9 billion in the third quarter, compared with \$340.6 million, or 79 cents per share, on revenues of \$2.9 billion in the same quarter last year. Earnings in the 1993 period were reduced by \$55 million to pay for a workforce reduction. [B803]

**BANKAMERICA:** San Francisco-based BankAmerica Corp. earned \$547 million, or \$1.36 a share, in the third quarter, compared with \$486 million, or \$1.19 a share, during the same period last year. Loans were up \$13.8 billion from a year ago to \$129.5 billion, largely because of the acquisition of Continental Bank Corp. [B804]

**PACIFIC TELESIS:** Pacific Telesis Group reported a 2.3 percent increase in third-quarter profit, to \$314 million, or 74 cents per

|           |             |             |      |
|-----------|-------------|-------------|------|
| Net loss  | (5,239,977) | (1,492,465) | -251 |
| Per share | (0.54)      | (0.16)      | -238 |

**Endosonics Corp.** of Pleasanton manufactures intravascular ultrasound imaging products, site-specific drug-delivery catheters and advanced therapeutic catheter devices. Third-quarter results include a charge of \$2,455,585 associated with the August 1994 acquisition of DU-MED B.V. and increased research and development expenses. The company received FDA approval of the Premarket Approval Application for its Oracle-Micro coronary balloon angioplasty-imaging catheters. (NASDAQ) [B767]

**The Failure Group**

|            |              |              |      |
|------------|--------------|--------------|------|
| 3Q 9/30    | Fiscal 1994  | Fiscal 1993  | %chg |
| Revenues   | \$14,434,000 | \$16,495,000 | -12  |
| Net Income |              |              |      |
| (loss)     | 263,000      | (98,000)     | —    |
| Per share  | 0.04         | (0.01)       | —    |

The Failure Group Inc. of Menlo Park through its operating subsidiaries, Failure Analysis Associates Inc. and PLG Inc., is an independent consulting firm devoted primarily to the investigation, analysis and prevention of failures of an engineering and scientific nature. The company changed its fiscal year end to the Friday closest to the last day of December. (NASDAQ) [B768]

**Flextronics**

|            |              |              |      |
|------------|--------------|--------------|------|
| 2Q 9/30    | Fiscal 1995  | Fiscal 1994  | %chg |
| Revenues   | \$53,001,000 | \$28,423,000 | +86  |
| Net Income |              |              |      |
| (loss)     | 2,506,000    | (486,000)    | —    |
| Per share  | 0.26         | (0.08)       | —    |

Flextronics International Ltd. of San Jose offers contract manufacturing services of sophisticated electronics for large original equipment manufacturers. (NASDAQ) [B769]

**Genus**

|         |             |             |      |
|---------|-------------|-------------|------|
| 3Q 9/30 | Fiscal 1994 | Fiscal 1993 | %chg |
|---------|-------------|-------------|------|

approximately 60 percent more shares outstanding at the end of the most recent quarter compared with a year ago. (NASDAQ) [B774]

**Netframe Systems**

|            |              |              |      |
|------------|--------------|--------------|------|
| 3Q 10/1    | Fiscal 1994  | Fiscal 1993  | %chg |
| Revenues   | \$24,546,000 | \$17,019,000 | +44  |
| Net Income | 2,612,000    | 2,154,000    | +21  |
| Per share  | 0.19         | 0.16         | +19  |

Netframe Systems Inc. of Milpitas manufactures multiprocessor servers that run software. [B775]

**Netmanage**

|            |              |             |      |
|------------|--------------|-------------|------|
| 3Q 9/30    | Fiscal 1994  | Fiscal 1993 | %chg |
| Revenues   | \$16,626,000 | \$7,005,000 | +137 |
| Net Income | 3,815,000    | 1,700,000   | +124 |
| Per share  | 0.19         | 0.12        | +58  |

Netmanage Inc. of Cupertino manufactures an integrated set of inter-networking applications and development tools for the Windows operating environment. Third-quarter net income reflects approximately \$2,600,000 in expenses relating to the acquisition of Arabesque Software Inc. Per share for 1993 was adjusted to reflect a May 1994 two-for-one stock dividend. (NASDAQ) [B776]

**Network Computing Devices**

|            |              |              |      |
|------------|--------------|--------------|------|
| 3Q 9/30    | Fiscal 1994  | Fiscal 1993  | %chg |
| Revenues   | \$39,422,000 | \$36,073,000 | +9   |
| Net Income |              |              |      |
| (loss)     | (2,255,000)  | 2,019,000    | —    |
| Per share  | (0.14)       | 0.13         | —    |

Network Computing Devices Inc. of Mountain View provides information-access solutions for client-server computing environments. Third-quarter 1994 results include a write-off of in-process research and development of \$2.4 million, or \$0.15 per share. (NASDAQ) [B777]

**Network Equipment**

Robert Half International Inc. of Menlo Park provides specialized staffing services. (NYSE) [B782]

**SJNB Financial**

|            |               |               |      |
|------------|---------------|---------------|------|
| 3Q 9/30    | Fiscal 1994   | Fiscal 1993   | %chg |
| Assets     | \$143,613,000 | \$129,633,000 | +11  |
| Deposits   | 125,267,000   | 112,911,000   | +11  |
| Loans      | 105,293,000   | 91,657,000    | +15  |
| Net Income | 441,000       | 333,000       | +32  |
| Per share  | 0.26          | 0.20          | +30  |

SJNB Financial Corp. is the parent company of San Jose National Bank. As of Sept. 30, Business Bancorp and its subsidiary, San Jose-based California Business Bank, were merged into the company and the bank. (NASDAQ) [B783]

**Sigma Circuits**

|            |              |             |      |
|------------|--------------|-------------|------|
| 1Q 9/30    | Fiscal 1995  | Fiscal 1994 | %chg |
| Revenues   | \$10,200,000 | \$9,800,000 | +4   |
| Net Income |              |             |      |
| (loss)     | (285,000)    | 76,000      | —    |
| Per share  | (0.17)       | 0.08        | —    |

Sigma Circuits Inc. of Santa Clara manufactures electronic interconnect products. First-quarter results include a charge of \$456,000 for the start-up of two new divisions. The company held its initial public offering in June 1994; as a result, the company no longer has preferred stock outstanding. (NASDAQ) [B784]

**Silicon Valley Research**

|            |             |             |      |
|------------|-------------|-------------|------|
| 2Q 9/30    | Fiscal 1995 | Fiscal 1994 | %chg |
| Revenues   | \$2,036,000 | \$1,815,000 | +12  |
| Net Income |             |             |      |
| (loss)     | 102,000     | (1,658,000) | —    |
| Per share  | 0.01        | (0.15)      | —    |

Silicon Valley Research Inc. of Mountain View manufactures Electronic Design Automation software tools for integrated circuit design. (NASDAQ) [B785]

**S3**

# You can visit North Pole on the Internet

## ■ CHRISTMAS

*from Page 12D*

generated, reply picks up on the clues provided. Ask for a date with Cindy Crawford and the answer is likely to come back, "Don't hold your breath."

The computer also delivers a credible rendition of "A Visit From St. Nicholas" ("Twas the night before Christmas . . ."). Users also have the option of singing themselves and clicking on key words to produce offbeat sound effects.

Digital Christmas trees are available for downloading and decorating with digital mistletoe, candy canes and toy soldiers. The

trees come in four sizes with larger trees and snazzier graphics taking longer to download.

The midsize tree is called "The Bill Gates," and Malamud couldn't resist a dig at the Microsoft Corp. chairman. "The Bill Gates appears much more impressive than it really is," the description explains.

The display demonstrates the power of the Web's "hypertext" links. For example, a click on a picture of jellybeans opens up a drawing of Rudolph the Reindeer's kitchen. In the kitchen are recipes for Rudolph's favorite cookies, Algae Newtons and Moss Snaps. The recipe for Moss Snaps calls for ginger and penguin

feathers.

What, there are no penguins at the North Pole? Click on "penguin," and a gateway will connect to a computer at a research center in Antarctica (where there are penguins) and an illustrated lesson.

"We provide a couple of trap doors so while you do the Christmas stuff, you can get a little education," Malamud said. "But we're not too tough on that."

## IF YOU'RE INTERESTED

For information about the Cyberspace Christmas Campaign, send e-mail to [elfmaster@north.pole.org](mailto:elfmaster@north.pole.org). Starting on Thanksgiving Day, the World Wide Web site can be reached at <http://north.pole.org/santa/>.

# Credit card for shopping in cyberspace planned

## ■ CYBERSPACE

*from Page 12D*

talks with publishers and mass merchants it would not identify as part of an effort to make the transaction system a standard means for retailers to sell information goods and services over

the Internet.

Some experts see the First Virtual system as potentially the first true consumer link between the world of credit cards, banks and the Internet.

New technologies like First Virtual's should hasten two func-

mental shifts in the banking system: from paper to electronics and from branch banking to electronic transactions.

First Virtual's service is based on simple e-mail messages between buyer and seller and does not require secret codes.

[illegible]

# Santa's digital workshop might get you in spirit

## ■ **Charity:** Cyberspace Christmas Campaign aims to raise money.

BY DAVID BANK  
Mercury News Staff Writer

If you can't visit Santa at the North Pole this Christmas, you might want to drop in on him at [north.pole.org/santa/](http://north.pole.org/santa/).

That's the Internet computer address for the Cyberspace Christmas Campaign, an attempt to use the booming popularity of the worldwide computer network to

raise money for charities.

When it opens Thanksgiving Day, Santa's digital workshop will include Christmas trees, songs and recipes.

Veteran Internet innovator Carl Malamud was at Sun Microsystems Inc. on Friday to demonstrate the project and ask corporations to get into the Christmas spirit with up to \$25,000 each. Sun, for example, has committed that much to help the Second Harvest Food Bank.

The idea is to attract users to the site on the Internet's World Wide Web with a multimedia blitz of Christmas attrac-

tions, slip in a little information on worthy charities and have corporations foot the bill.

Each time a user visits a charity's site, the sponsoring corporation will kick in a dime, up to their agreed-upon limit.

"We expect the word to spread quickly as everybody tells each other to hurry up and spend Sun's money," Malamud said. "We want people to think, 'I'm doing good by double-clicking.'"

Visiting the site requires an Internet connection and a "browser," such as Mosaic, for using the World Wide Web. The

Web, a deceptively simple method for linking computers around the world, is the fastest-growing feature of the Internet.

Malamud's not-for-profit Internet Multicasting Service in Washington has pushed the boundaries of the Internet medium by creating a talk-radio show and providing easy access to government data bases.

"We're an advanced research and development group on the Web," he said. "All of our activities are to show what it means to have a face on this infrastruc-

ture and show it has a role as more than just a corporate information service."

Indeed, the Christmas display demonstrates the huge spread in the Internet's reach and capabilities in the past year. Last year, about 7,000 people sent simple e-mail messages to Santa.

This year, that's just the beginning. There's a fill-in form that provides boxes to check for "good little boy," "good little girl" or "other," as well as a space for a gift wish list. The personal, if computer-

*See CHRISTMAS, Page 16D*



about eating disorders, menstruation and bone density were alarmingly manifested this summer with the death from anorexia of Christy Henrich, a near-miss on the 1988 Olympic team.

The Bela Karolyi who once said things like, "The young ones are the greatest little suckers in the world; they will follow you no matter what," is now saying things like, "People are blaming this as a kid sport, saying that the girls are anorexic, that their childhoods are being taken away, so let's bring back grace and maturity. Maybe it will change the face of gymnastics."

And this: "Even though I'm the person who is criticized, blamed or blessed for introducing the exciting trend of the young generation coming into gymnastics, and

with his star pupil, Comaneci, at the 1976 Olympics. Look at what Katarina Witt's comeback did for Olympic figure skating, Karolyi said, where her poignant tribute to war-torn Sarajevo won over the crowd if not the judges.

An idea clicked: Apply the lessons of figure skating to gymnastics. After Atlanta, Olympic gymnasts will be required to be at least 16 instead of 15. Karolyi wants to move quicker.

And so Karolyi is plotting a comeback. This is a man who has been in and out of retirement more often than George Foreman. He quit after the 1992 Olympics, tired of petty politics and infighting. Now he is back, his eyes on the prize of Atlanta.

To some extent, Karolyi is hedging his bet. Also training

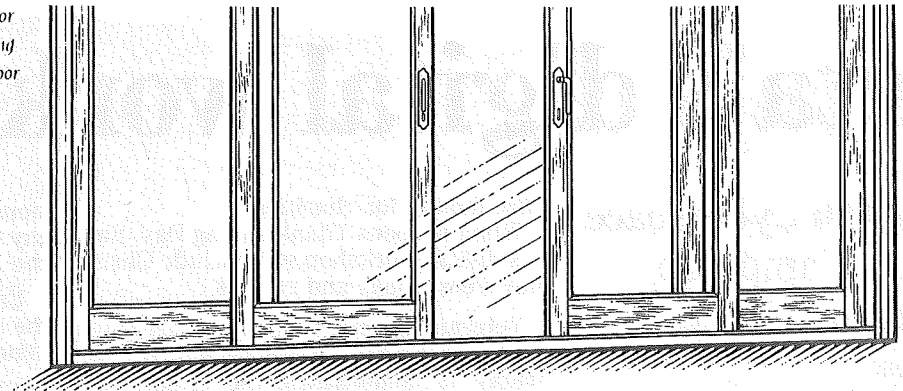
and a step out of bounds on the floor exercise.

She went back to high school, she said, "where I didn't feel the need to make a spectacle of myself," and was watching the 1994 Winter Olympics where Brian Boitano's figure skating comeback unfolded alongside Witt's.

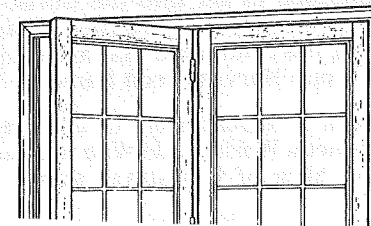
"I felt like he was talking to me," Zmeskal said. "There was nothing to prove. He was doing it because that's what he wanted to do. I feel like I'm doing it for myself, not for anyone else. And now that I'm not on top, people won't feel they have to beat me down. I'm the underdog. It's exciting."

Zmeskal is recovering from ligament damage to her right knee. She trains in a restrictive brace, and it will be February or March

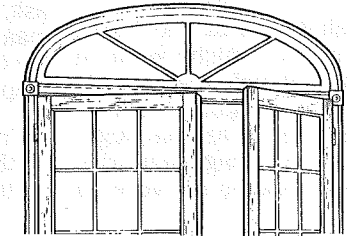
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Patio Door



B. Manor Center  
Hinge Patio Door



C. French Manor  
Patio Door with  
Elliptical Top



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| 11%    | 38%    | 28%   | IllClr .84      | 12     | 5689 303/4 -  |
| 7%     | 25%    | 241/2 | IPCP/M 1.6e     | 64     | 245/4 -       |
| 4%     | 29%    | 2134  | IPpA 2.04       | 2100   | 221/2 -       |
| 7%     | 29%    | 231/2 | IPwplC 2.13     | 2100   | 24 -          |
| 11%    | 51%    | 411/2 | IPpH 3.78       | 2200   | 441/2 -       |
| 12%    | 47%    | 36%   | IPwplL 3.00     | 5      | 39 + 23/4     |
| 6%     | 52%    | 45    | IPpN 3.50       | 702    | 451/2 +       |
| 381/2  | 45%    | 36    | ITW .60         | 20     | 1227 431/2 +  |
| 441/2  | 23%    | 18%   | Illnova 1.00    | 11     | 2945 19 -     |
| 50     | 12%    | 61/2  | Imolnd          | 101    | 9%            |
| 34%    | 54%    | 29%   | ICI 2.10e274    | 1059   | 52 -          |
| 8      | 31%    | 19%   | INCO .40        | 3917   | 29%           |
| 38%    | 9%     | 7%    | Op2000 .60      | 253    | 71/2          |
| 18%    | 91/2   | 71/2  | IncOp2 .57      | 727    | 7%            |
| 4%     | 15%    | 10%   | IndiaFdn        | 724    | 12%           |
| 53%    | 30%    | 19    | IndiaG .25e     | 195    | 23 +          |
| 16%    | 99%    | 781/2 | IndMpf 7.08     | 2100   | 771/2 -       |
| 13     | 231/2  | 18    | InEngv 1.06     | 13     | 155 19%       |
| 26 +   | 23%    | 11%   | Indones         | 242    | 14%           |
| 24%    | 40%    | 37%   | IndoSatn        | 5066   | 38%           |
| 57%    | 15%    | 10%   | Indresc         | 11     | 107 12%       |
| 46     | 34%    | 22%   | IndNatuz        | 20     | 15 31         |
| 17%    | 41%    | 32%   | Ingr Rd .74     | 20     | 2142 35%      |
| 53%    | 42     | 29%   | IndISI          | 98     | 3153 34%      |
| 23%    | 12%    | 8     | Insteel .24     | 13     | 12 8%         |
| 161/2  | 9%     | 6%    | InstSy          | 10     | 76 73/4       |
| 24%    | 9%     | 7%    | InsSyf .25e     | 6      | 7%            |
| 25%    | 24     | 14%   | Integon .36     | 7      | 682 15%       |
| 18%    | 52%    | 50%   | Integp          | 119    | 51%           |
| 11%    | 49%    | 41%   | IntegFn 1.80    | 9      | 321 43%       |
| 121/2  | 38%    | 25%   | IntgHS          | 24     | 660 371/4 +   |
| 14%    | 13%    | 3%    | Intelcal        | 83     | 4             |
| 10%    | 4%     | 1/4   | Intlog          | 112    | 7/2           |
| 21/4 + | 33%    | 20    | IFG .64         | 6      | 33 22%        |
| 32     | 15%    | 10%   | IntrCal .87a    | 185    | 111/4 +       |
| 24%    | 15%    | 9%    | IntrCAQI .81    | 210    | 10 -          |
| 19%    | 21%    | 15%   | IntCoSe 1.56    | 62     | 161/4 +       |
| 18     | 15     | 10%   | IntCoM .90a     | 916    | 10%           |
| 25     | 15%    | 11%   | IntIsCA .72     | 33     | 111/4 -       |
| 271/2  | 17%    | 13%   | IntcpIn 1.11a   | 39     | 131/4 -       |
| 29%    | 15%    | 11%   | IntpIn .75      | 371    | 111/4 -       |
| 181/2  | 16%    | 12%   | IntIMT 1.02a    | 202    | 12%           |
| 201/4  | 15%    | 9%    | IntNYQ .78      | 384    | 91/4 -        |
| 17     | 15%    | 11%   | IntMnc .99a     | 883    | 113/4 +       |
| 171/2  | 16%    | 12%   | IntMnv 1.08a    | 317    | 123/4 +       |
| 42%    | 15%    | 9%    | IntMSc .84      | 470    | 9%            |
| 33%    | 15%    | 12%   | Intero          | 15     | 190 14 -      |
| 19%    | 29%    | 21%   | IntAlu 1.00     | 16     | 44 27%        |
| 17%    | 26%    | 43%   | IBMA 1.00       | 21     | 2829% 73%     |
| 20%    | 26%    | 22%   | IBMA of 1.88    | 747    | 23 -          |
| 51 + 1 | 15%    | 71/4  | IntColng        | 59     | 71/2          |
|        | 24%    | 131/4 | IntFam          | 62     | 211 13%       |
|        | 44%    | 35%   | IntFlvs 1.08    | 22     | 727 41 +      |
|        | 38%    | 171/4 | IntGame.12      | 18     | 6563 19 -     |
|        | 24     | 15%   | IntMult .80     | 19     | 172 171/2 +   |
|        | 80%    | 581/2 | IntPap 1.68     | 25     | 13526 751/4 - |
|        | 16%    | 11%   | IntRec .10e     | 12     | 143 14%       |
|        | 24%    | 12%   | IntRecl         | 23     | 601 22%       |
|        | 20%    | 18%   | IntShip .20     | 10     | 5 211/2 +     |
|        | 31%    | 81/2  | IntSecly.05     | 26     | 532 7%        |
|        | 21/2 + | 41/2  | IT Corp         | 1788   | 41/4 +        |
|        | 71/4   | 23%   | IT pf 1.75      | 17     | 21 -          |
|        | 181/2  | 20%   | IT Interpol     | 11     | 13 14%        |
|        | 14%    | 34%   | IT IntpGp .56   | 18     | 850 321/4 +   |
|        | 191/4  | 15%   | IntstBak .50    | 12     | 64 121/2      |
|        | 11%    | 12%   | IntJhn .12      | 5      | 11 7%         |
|        | 16%    | 30%   | IntstPw 2.08    | 10     | 144 21%       |
|        | 24%    | 8%    | Intrtan         | 4      | 579 81/4 -    |
|        | 24%    | 54%   | Intronics       | 26     | 52 501/2 -    |
|        | 17%    | 26    | IntwallG 1.73   | 11     | 320 201/4 +   |
|        | 35%    | 28%   | Intpalco 2.12   | 15     | 314 29%       |
|        | 21%    | 11%   | Intshin .07e    | 136    | 10%           |
|        | 26     | 21%   | IntsIrvAdt 1.36 | x211   | 17%           |
|        | 236%   | 25%   | IntsMbln .80e   | 64     | 191/4 -       |
|        | 124%   | 15%   | IntAscrrn       | 5      | 14%           |
|        | 41%    | 12%   | IntItaly .08e   | 318    | 81/4 -        |
|        | 7      | 35%   | Intel           | 48     | 1775 32 -     |

J-K

|       |       |                   |      |               |
|-------|-------|-------------------|------|---------------|
| 20%   | 12%   | J&L Spn .36       | 14   | 330 181/4 -   |
| 32%   | 23%   | J&L JDNn 1.75     | 94   | 211/2 -       |
| 9     | 21%   | J&L JHM LP .10    | 70   | 1%            |
| 5     | 11%   | J&L JRI n 1.62    | 52   | 201/4         |
| 0     | 29%   | J&L Jackpol .32   | 18   | 174 8%        |
| 7     | 221/4 | J&L Jacobs        | 18   | 125 211/4     |
| 4     | 6%    | J&L Jakarta .06e  | 57   | 10%           |
| 5     | 22%   | J&L JRiver .60    | 2226 | 21 -          |
| 5     | 261/2 | J&L JR pK 3.38    | 40   | 40 -          |
| 2     | 14    | J&L JR pL 3.50    | 40   | 40%           |
| 2     | 25%   | J&L JR pO 2.06    | 15   | 22%           |
| 1     | 201/2 | J&L JR pP 1.55    | 58   | 20%           |
| 1     | 391/4 | J&L JJamswy       | 310  | 7%            |
| 36%   | 18    | J&L JapnEq 1.10e  | 250  | 14%           |
| 34%   | 14%   | J&L JpOTC         | 558  | 10%           |
| 12%   | 26%   | J&L JFICH 3.14e   | 513  | 14%           |
| 52%   | 16%   | J&L JFIndia n     | 471  | 151/2 -       |
| 291/2 | 55%   | J&L JeffPill 1.72 | 11   | 220 52%       |
| 36%   | 14%   | J&L JenCrg .30    | 12   | 351 6%        |
| 33 +  | 42%   | J&L Alden .40     | 10   | 525 34 +      |
| 24%   | 30%   | J&L Nuveen .64    | 13   | 42 20%        |
| 301/2 | 55%   | J&L JohnJn 1.16   | 18   | 12244 541/4 + |

|       |       |              |       |               |
|-------|-------|--------------|-------|---------------|
| 36%   | 19%   | LaQinta .10  | 35    | 1104 36%      |
| 40    | 251/4 | LaZ Boy .68  | 16    | 71 293/4 +    |
| 211/4 | 12%   | LabChln .17e | 28    | 191/2         |
| 25%   | 20%   | LclGss 1.22  | 15    | 67 211/4 +    |
| 271/4 | 171/4 | Lafarge .30  | 25    | 683 181/4 -   |
| 81/2  | 51/2  | LaldWB .16   | 23    | 345 73/4      |
| 34    | 261/2 | LkhdP 2.56   | 10    | x418 28%      |
| 8%    | 4%    | LamSes       | 393   | 7             |
| 27%   | 16%   | LandsEs      | 15    | 968 18 -      |
| 71/2  | 4%    | Lasmo .13e   | 20    | 71/4          |
| 24%   | 19%   | Lsmof 2.50   | 25    | 2071/4 +      |
| 171/4 | 121/2 | LtADir 1.87e | 56    | 133%          |
| 31%   | 17%   | LtAEq 1.75e  | 647   | 22 -          |
| 301/4 | 19    | LtADs 1.87e  | 394   | 231/4 -       |
| 35%   | 211/4 | LtAlnv 2.10e | 339   | 251/4 -       |
| 141/2 | 10%   | Lawler .40   | 21    | 228 123/4 +   |
| 201/4 | 16    | LearSean     | 470   | 19 -          |
| 19%   | 14%   | Learnl .56   | 13    | 7 18%         |
| 381/4 | 30%   | LeeEnt .84   | 16    | 145 331/4 -   |
| 251/4 | 181/4 | LeggMs .44   | 10    | 310 20 -      |
| 50    | 33%   | LegPlat .64  | 15    | 534 361/2 +   |
| 20%   | 13%   | LehmBr .20   | 9405  | 141/4 -       |
| 25%   | 141/4 | Lennar .10   | 8     | 1733 21/4 +   |
| 5%    | 2     | viLesFay     | 2282  | 39 +          |
| 43%   | 34%   | LeucNil      | 14    | 359 39 +      |
| 33%   | 25    | LevGas 2.40  | 11    | 62 261/4      |
| 201/4 | 61/4  | Levlz        | 1113  | 81/4 -        |
| 11%   | 8%    | LxCP 1.08    | 20    | 73 91/2       |
| 19%   | 14%   | Libbey .30   | 11    | 357 16 -      |
| 2%    | 5%    | Liberte      | 109   | 13%           |
| 111/4 | 91/4  | LblyAS 1.03e | 1375  | 91/4          |
| 29%   | 23%   | LblyCP .62   | 11    | 235 2671/4 +  |
| 20%   | 18%   | LbPrpn .43e  | 444   | 19 -          |
| 10    | 7     | LbTrm .58    | 27    | 71/4 +        |
| 22%   | 15%   | LifePart .08 | 9     | 3869 20 +     |
| 24%   | 17%   | LifeRe .24   | 7     | 46 191/4 -    |
| 61%   | 47%   | Lilly 2.50   | 13    | 14058 601/2 + |
| 231/4 | 16%   | Limild .36   | 17    | 12319 181/4 + |
| 21%   | 15%   | LncNIC .96a  | 18    | 161/4 -       |
| 47%   | 35    | LncNII 1.64  | 9     | 1233 35 -     |
| 16%   | 11%   | LncNIF 1.28a | 10    | 113%          |
| 40    | 271/2 | Lifton       | 16    | 588 361/4 -   |
| 32%   | 19%   | LivingClr    | 18    | 75 301/2 -    |
| 26%   | 181/2 | LizClab .45  | 18    | 4664 23 -     |
| 791/2 | 58%   | Lockhd 2.28  | 10    | 2029 703/4 +  |
| 45%   | 35    | Locille .84  | 20    | 242 44 +      |
| 251/4 | 24    | LewGn 2.36   | 5     | 241/2 +       |
| 102%  | 841/2 | Loews 1.00   | 15    | 337 891/4 +   |
| 33%   | 25%   | Logicon .32  | 11    | 374 303/4 +   |
| 10%   | 3%    | LomasFn      | 515   | 37%           |
| 91/2  | 6     | LnSrw        | 18    | 7%            |
| 19%   | 14%   | LnSrn        | 308   | 181/2 -       |
| 26    | 15    | LILCo 1.78   | 9     | 6787 171/4 -  |
| 27%   | 21%   | LILpA 1.99   | 170   | 22%           |
| 74    | 57    | LILpB 5.00   | 2570  | 491/4 -       |
| 68    | 43    | LILpE 4.35   | 25720 | 42 -          |
| 26%   | 20%   | LILpG 1.76   | 9     | 213%          |
| 39%   | 31%   | LongDr 1.12  | 14    | 116 33%       |
| 23%   | 16%   | LongvF .52   | 29    | 733 17 -      |
| 42%   | 291/2 | Loral .60    | 12    | 1588 38%      |
| 23%   | 13%   | LDrYnN       | 52    | 138 141/2 -   |
| 46%   | 35%   | LaLnd 1.00   | 750   | 1029 45 +     |
| 48    | 291/4 | LaFac .50    | 10    | 5713 301/4 -  |
| 40%   | 23%   | Lowess .18   | 32    | 2573 381/2 +  |
| 38%   | 281/2 | Lubrizol .92 | 12    | 2392 313/4 +  |
| 24%   | 20%   | Lubys .66    | 16    | 720 22%       |
| 39%   | 28%   | Lukens 1.00  | 196   | 191 31%       |
| 36%   | 23%   | Lxolca .46e  | 22    | 25 33 -       |
| 371/4 | 20    | Lydal        | 25    | 104 35%       |
| 33    | 19    | Lyondl .90   | 17    | 2348 281/4 -  |

M

|       |       |              |       |               |
|-------|-------|--------------|-------|---------------|
| 91/4  | 4%    | MACOM        | 692   | 63%           |
| 761/2 | 52%   | MBIA 1.24    | 9     | 1381 543/4 -  |
| 27%   | 19%   | MBNA .72     | 15    | 9051 241/2 -  |
| 401/2 | 33%   | MCN 1.72     | 13    | 207 36%       |
| 7%    | 4%    | MDC .08      | 7     | 55 4%         |
| 32%   | 25%   | MDU 1.60     | 15    | 172 271/2 +   |
| 10    | 7%    | MCR .74      | 4053  | 81/4 -        |
| 71/2  | 5%    | MGF .50      | 1380  | 5%            |
| 7%    | 6     | MAIN .55     | 10256 | 61/4 -        |
| 7%    | 6     | MMT .58      | 2984  | 61/4          |
| 10    | 9     | MFV .70      | 139   | 91/4 +        |
| 18%   | 14%   | MFV 1.65a    | 27    | 14%           |
| 16%   | 12%   | MGI Prp .88  | 13    | 171 14%       |
| 35%   | 25    | MGIC .16     | 12    | 1265 3071/4 + |
| 43%   | 22%   | MGMG         | 3828  | 31%           |
| 111/2 | 71/4  | MHln         | 7     | 285 7%        |
| 16    | 12%   | MMI Cos.16   | 9     | 21 141/4 +    |
| 211/4 | 13%   | MacFrug      | 18    | 253 201/4 +   |
| 201/2 | 18%   | Mcrcn 1.60   | 105   | 19%           |
| 411/4 | 18%   | Madeco .66e  | 29    | 243 29 -      |
| 34%   | 17%   | MderSn .51e  | 30    | 238 28%       |
| 18%   | 9%    | MamgC        | 17    | 1645 171/2 -  |
| 10%   | 41/2  | MagC wI      | 72    | 9%            |
| 69%   | 47%   | MC pID 2.81  | 25    | 66%           |
| 72%   | 48%   | MC pIE 3.00  | 2     | 701/2 -       |
| 54    | 33%   | Mgnlg 1.08   | 4483  | 351/2 +       |
| 16%   | 12%   | Magnik       | 833   | 141/4 -       |
| 171/2 | 14%   | Malann 1.70  | 5     | 15            |
| 29%   | 171/2 | Malays 1.71e | 169   | 221/2 -       |
| 381/2 | 28%   | Malnckr .56  | 23    | 1111 311/4 +  |
| 12%   | 9%    | MgdHl 1.12a  | 528   | 10            |
| 13    | 10%   | MgdMn .73a   | 383   | 111/4 +       |
| 131/4 | 10%   | MgdMn2.73a   | 197   | 10%           |

|       |     |
|-------|-----|
| 471/2 | 42  |
| 37%   | 2   |
| 10%   | 8   |
| 25    | 23  |
| 241/4 | 14  |
| 271/4 | 14  |
| 40%   | 2   |
| 3%    | 1   |
| 44%   | 1   |
| 27    | 2   |
| 111/4 | 1   |
| 101/4 | 1   |
| 301/4 | 1   |
| 25%   | 1   |
| 26    | 1   |
| 19%   | 1   |
| 16%   | 1   |
| 57    | 1   |
| 24    | 1   |
| 571/4 | 1   |
| 11%   | 1   |
| 33    | 1   |
| 27    | 1   |
| 26%   | 1   |
| 25%   | 1   |
| 23%   | 1   |
| 291/4 | 1   |
| 861/4 | 1   |
| 251/4 | 1   |
| 121/2 | 1   |
| 191/4 | 1   |
| 861/4 | 1   |
| 271/4 | 1   |
| 10%   | 1   |
| 21%   | 1   |
| 11%   | 1   |
| 141/4 | 1   |
| 9%    | 1   |
| 15%   | 1   |
| 151/4 | 1   |
| 321/2 | 21  |
| 18%   | 12  |
| 25%   | 20  |
| 25%   | 20  |
| 15%   | 12  |
| 80%   | 55  |
| 28%   | 25  |
| 27%   | 24  |
| 27%   | 24  |
| 26%   | 22  |
| 15%   | 11  |
| 15%   | 11  |
| 74%   | 59  |
| 89    | 67  |
| 29%   | 20  |
| 29%   | 15  |
| 3%    | 1   |
| 371/4 | 251 |
| 57    | 421 |
| 38%   | 281 |
| 14%   | 10% |
| 15%   | 101 |
| 14%   | 10  |
| 9%    | 8   |
| 8%    | 7   |
| 10%   | 7   |
| 11%   | 7   |
| 111/4 | 81  |
| 101/2 | 1   |
|       |     |

## Panel rules against Internet 'address poaching'

### ■ INTERNET

from Page 1E

as a guideline in a number of similar disputes that have arisen this year.

Similar cases include disputes over the domain mtv.com, which

was registered privately by Adam Curry, a former MTV host, and later disputed by MTV, and mcdonalds.com, which was registered by writer Joshua Quittner and contested by McDonald's Corp.

The practice of address poach-

ing has become widespread as the Internet has become an increasingly important medium for conducting business.

InterNIC of Herndon, Va., has been overwhelmed with requests for new addresses in recent months, especially for commercial or business-related accounts.

"A year ago, we were handling 300 requests a month, and now it's more than 2,000 a month," said Scott Williamson, one of a handful of volunteers who are responsible for assigning names.

He said it was apparent that some early Internet users were speculating in domain names of famous companies, hoping to sell them back when the companies realized the value of the address.

For years, anyone with an Internet account could request an Internet domain name, which basically replaces a long, numerical addressing system for an Internet computer with an easily remembered name.

The "com" portion of the address stands for commercial, designating the address as belonging to a business or someone who gains access to the Internet through a business.

Thus, XYZ Corp. might seek xyz.com as its domain address. Customers could then reach the xyz.com address to get product information, communicate with the company or, increasingly, to buy products and services.

The InterNIC registration service typically handed out a domain name to the first person to request it.

## 'Address poacher' loses Internet ruling

### Princeton Review can't use rival's name

New York Times

NEW YORK — An arbitration panel has ruled that the Princeton Review had no right to establish an electronic address using the name of its chief rival, a decision that may have significant implications for companies wishing to pursue advertising and marketing on the Internet.

The arbitrator's ruling is believed to be the first such decision on the growing practice of Internet address poaching and speculation, in which a person establishes an Internet "domain," as the main address is known, using a name that is associated with a prominent company in the real world.

"They attempted to hijack our name in cyberspace," said Jonathan Grayer, president

and chief executive of Stanley H. Kaplan Educational Centers Ltd., a subsidiary of Washington Post Co., which develops and sells materials to help students prepare for the Scholastic Aptitude Test and other tests.

When Kaplan tried in May to register the domain name kaplan.com with InterNIC Registry Services, the quasi-official agency that regulates Internet addresses, it was informed that the name was already taken.

Kaplan discovered that the name had been registered by the Princeton Review, Kaplan's main rival.

The arbitrator's ruling, which was made Tuesday, does not set a legal precedent, but it is expected to be cited

See **INTERNET**, Page 9E

# Internet navigators can get Mosaic free

## Software will help World Wide Web users

BY DAVID BANK  
Mercury News Staff Writer

The new software company founded by former Silicon Graphics Inc. Chairman Jim Clark has adopted a very competitive price for its first product.

Free. Zip. Nada.

Beginning today, users of the Internet computer network can download Mosaic Netscape, an improved tool for navigating the Internet's "World Wide Web," without charge.

The Web links computers worldwide with a set of simple commands. Users simply click on highlighted words to access computer "pages" from museums, libraries, individuals and — in-

creasingly — corporations. The pages can include photographs and sound in addition to text.

An early version of Mosaic, developed at the National Center for Supercomputer Applications, has been available for free since last year, and more than a million copies have been distributed. The popularity of the program is considered to be one of the keys to the explosion in use of the Internet.

A number of private companies have been rushing to bring out commercial versions of Mosaic, or similar programs for browsing the Web.

But that market niche has been

See MOSIAC, Back Page

San Jose Mercury News • **Business** • Thursday, October 13, 1994

## Internet navigators can get Mosaic tool free

### ■ MOSIAC

from Page 1F

come increasingly crowded and is likely to be swamped altogether when Microsoft introduces the new version of its Windows operating system next year, which will include a Web browser.

So Clark took a different tack. He joined with Marc Andreessen, one of the creators of the original Mosaic software, to found Mosaic Communications Corp. in Mountain View in April.

They intend to make their money by selling "server" software to companies that want to do business on the Internet. Next month, the company plans to deliver software that Clark says solves many of the obstacles that have kept businesses from embracing

**The move is part of a tradition of free software on the Internet.**

electronic commerce. Chief among those problems was ensuring security so customers can use their credit cards to make electronic purchases.

To stimulate interest in their business software, Clark and Andreessen decided to help create a customer base for electronic commerce by giving away the \$99 software to individuals. The move is also part of a tradition of free software on the Internet.

"People need to be able to get access," Clark said in an interview. "The people who have the

money are the people with a product to sell. That's the server, the merchant."

The Mercury News is expected to be one of the first companies to use Mosaic Communications' software. The paper has announced it will begin publishing an electronic version on the World Wide Web before the end of the year.

### IF YOU'RE INTERESTED

Internet users can obtain Mosaic Netscape for Windows, Macintosh and X Window systems via anonymous FTP from <ftp.mcom.com>. Users of other programs can FTP the software from <mosaic.mcom.com>. For more information, call 1-800-638-7483 or use the World Wide Web to go to <http://mosaic.mcom.com>.